

AUSTRALIAN RURAL LEADERSHIP FOUNDATION

“ The value was in having Tanarra focus on the shape of our organisation and our readiness to gain the most advantage from a new strategic direction. They said let’s have a look at your business model - how will you set yourselves up for future success? The fact they were able to immerse themselves into our work at board and CEO level had a far greater impact than them delivering a report of actions. The interaction was genuine, challenging and respectful. It continues today. ”

Matt Linnegar, CEO



2017-18

BUSINESS MODEL REFRESH

The Australian Rural Leadership Foundation (ARLF) has decades of success expanding the skills, networks and confidence of 1400+ future and current change makers. Embarking on the development of a new five year strategy it was timely to consider what else they could or should be doing in pursuit of their mission.

Tanarra Philanthropic posed the hard questions, offered new ideas and fortified or broadened board views. Advice included restructuring the existing funding model to diversify income through fee for service partnerships, and enhanced engagement with Trusts, Foundations and Government. Importantly, we stressed the opportunity to harness the power of the Alumni to bring new social and economic value to ARLF, similarly to other international Alumni programs e.g. Rhodes Trust. We delivered a board session on philanthropy, impact measurement and governance and participated in a two-day strategy session. We provided feedback on ARLF’s investment policy for managing a corpus and also supported the executive team with the development of new business plan and cost estimates for new strategic pillars.

➔ About the Charity



The Australian Rural Leadership Foundation develops and supports rural, regional and remote leaders so they have the skills, experiences and connections to lead.

➔ The need identified

- New Strategic Plan to broaden our impact and secure our sustainability.
- Identify improvements to our business model to achieve our mission.
- Diversify our funding model.
- Identify the skills and capabilities needed to achieve our future success.

➔ Advice delivered

-  STRATEGY
-  GOVERNANCE
-  BUSINESS MODEL
-  FINANCIAL MODEL

 Probono hours **137**

Charity outcomes

- New Strategic Plan - shift from single focus of Leadership development to 3 pillars of Action, Excellence and Life-long learning.
- New initiatives to build and leverage Alumni.
- New funding model.
- Piloting *Leadership in Action Forum* on issues facing rural and regional Australia. (Fee for Service)
- Employed a dedicated Fundraiser for the first time and reinstated an Alumni Engagement Officer role.
- A commitment to deepen our footprint in Asia Pacific for the benefit of leaders in those rural areas.
- Obtained high level independent business expertise without having to go into deficit and Tanarra relationship continues.

Community outcomes*

- 1400+ Alumni now have a new opportunity to leverage their expertise, positions and networks to grow the community impact of the foundation and therefore enact change in regional and rural Australia. They’re also inspiring and supporting other leaders in rural Asia Pacific.
- Watch this space - A new Centre for Rural Leadership is in proof of concept stage - to bring together some of the best regional leaders to collaboratively address key challenges facing rural Australia.

* Community outcomes resulting from Tanarra recommendations